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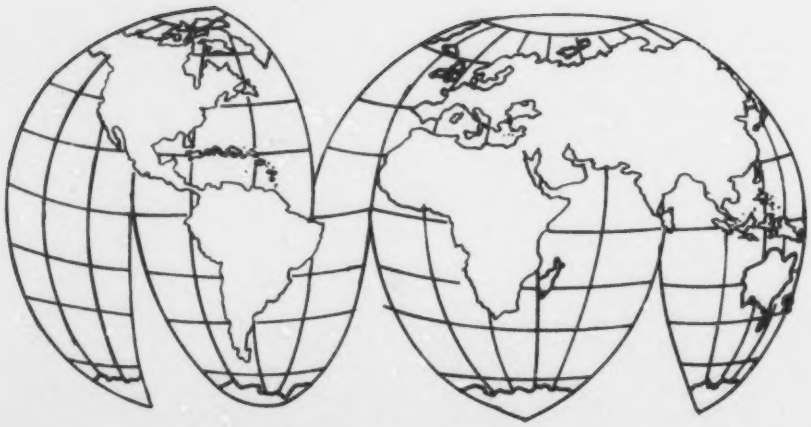
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

District of Columbia



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

District of Columbia

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the District of Columbia. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Contributions were made by Art Collins of the Washington District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Central Office
1441 L Street NW
Washington, DC 20416
(202) 653-6600

U.S. Small Business Administration
Washington District Office
1118 18th Street NW, 6th Floor
P.O. Box 19933
Washington, DC 20036
(202) 634-6102

U.S. Department of Commerce
International Trade Administration
Room 1066 HCHB
14th St. and Constitution Ave. NW
Washington, DC 20230
(202) 377-3181

DISTRICT/CITY AND LOCAL AGENCIES

The following listing includes District and local agencies involved in international trade. Listings are accompanied by a description of the international trade services offered.

District of Columbia
Office of International Business
Office of the Deputy Mayor for Economic Development
1350 Pennsylvania Avenue NW, Room 401
Washington, DC 20006
(202) 727-6365

The Government of the District of Columbia, through its Office of International Trade, has three major programs to develop and promote international trade in Washington, DC. These programs: International Business Development, Government Relations and Information Development, employ the resources available exclusively to the District. The Office of International Business works closely with the Baltimore and Washington offices of the U.S. and Foreign Commercial Service, U.S. Department of Commerce to obtain information in support of the city's international programs.

Washington has established sister-city relations with Bangkok, Dakar and Beijing. An economic accord with Brussels generated trade in health services and biomedical technology. The China Economic and Trade Exhibition, recently held at the Washington Convention Center, netted over $61 million in contracts.

As Washington endeavors to maintain its international competitiveness, three international trade centers are proposed for construction in the District: the International Cultural and Trade Center, the Far East Trade Center, and Techworld.

Prince George's County Economic Development Corporation
9200 Basil Court, Suite 200
Landover, MD 20785
(301) 386-5600

The agency serves as a clearinghouse for information regarding sources of funding, public and private services related to international trade activities. It is also involved in a joint venture with the Howard County Economic Development Office to promote international trade in these two counties.

SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

Catholic University of America
Department of Economics and Business
620 Michigan Avenue NE
Washington, DC 20064
(202) 635-5236

Catholic University offers a concentration in International Business within its business program.

George Washington University
National Law Center
Small Business Clinic
720 20th Street NW
Washington, DC 20052
(202) 676-7463

The Center offers counseling on legal problems associated with international business.

Georgetown University
School of Foreign Service
37th Street & O Street NW
Washington, DC 20057
(202) 625-4932

The Georgetown University Landegger Program in International Business Diplomacy, within the School of Foreign Service, offers courses in international business, finance and banking, along with special seminars for business and government leaders.

Georgetown University
National Center for Export-Import Studies (NCEIS)
P.O. Box 2184
1242 35th Street NW, Suite 501
Washington, DC 20057
(202) 625-4797

The NCEIS is a non-profit, non-partisan research center. NCEIS strives to expand the existing body of knowledge on international trade, and to foster communication among the business, policy and academic sectors of the international trade community.

NCEIS engages in six basic categories of activities:

-- research and publication, designed to provide policy makers with the unbiased facts and analysis needed for decision making in international trade and business;
-- conferences which examine the commercial and political implications of trade trends and commercial relationships;
-- trade policy advocacy, with non-partisan assessments of policy decisions and business practices;
-- educational programs, including the NCEIS Trade Seminar Series, specialized trade seminars and personnel training programs, and Georgetown Export Trading, Inc, a prototype export trading company to study and document on computer software the steps needed for successful internationalization of business activities;
-- a bimonthly newsletter, the NCEIS Trade Analyst;
-- and a corporate luncheon series.

Howard University
Small Business Development Center
Georgia Avenue and Fairmont Street NW
Washington, DC 20059
(202) 636-5150

The Howard University Small Business Development Center (HU SBDC) is a component of the University's School of Business and Public Administration.

The purpose of the HU SBDC is to utilize the multi-disciplinary resources of the University in partnership with federal and local governments as well as the private sector to assist small businesses by means of several programs The HU SBDC offers a comprehensive business assistance program of management counseling, training, and technology innovation. It also serves as the lead center for a network of SBDC's located at other educational institutions in the Washington, DC metropolitan area.

Counseling: The HU SBDC's counseling program uses a wide range of public and private sources and professional staff to assist clients in business formation, expansion, and survival. Assistance covers a diverse field of business subjects and issues: personnel and management team building, financial planning and management, business plans, international trade, and many other areas.

Training: The training program is based on the basic premise that small business owners and managers have limited time, and courses are geared to give them the tools to analyze and resolve business problems without intensive, continuous counseling.

Research/Publications: This program is designed to provide information that will be useful to small business owners and managers. The HU SBDC publishes a "Local Sources of Export Assistance Directory."

The Johns Hopkins University
School of Advanced International Studies (SAIS)
1740 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-6200

SAIS offers programs of studies in International Economics, International Relations, and Regional Studies for M.A. and Ph.D. degrees. It includes special centers for East Asian, Brazilian, Canadian, Chinese and German studies. These centers offer opportunities for non-credit study and access to academic expertise.

Mount Vernon College
2100 Foxhall Road NW
Washington, DC 20007
(202) 331-0400

The Business Department offers a course in International Management which is open on a non-matriculated basis.

University of the District of Columbia
College of Business and Public Management
900 F Street NW
Washington, DC 20005
(202) 727-1051

UDC offers courses in international business and international finance, and a MBA degree with a concentration in International Business.

University of Maryland
Center for International Development and Conflict Management (CIDCM)
Mill Building
College Park, MD 20742
(301) 454-2506

CIDCM is a think tank on international conflict management and development focusing on cooperative relations between the U.S. and the rest of the world. The CIDCM offers assistance in the area of international trade through an extensive network of relationships with the business communities of Lebanon, Egypt, South Korea, South America, and several countries in the Middle East and East Asia.

The CIDCM also sponsors workshops on international business topics that are open to the Maryland business community, and area specialists who can provide political risk assessments, political and economic information on specific countries, and preliminary market research.

University of Maryland
Small Business Development Center
College Park, MD 20742
(301) 454-5072

In conjunction with the Small Business Administration, the Center offers technical assistance in various aspects of international business. It specializes in high-technology firms with an on-campus "incubator" facility for new and existing high-tech firms. Strategic business, financial, marketing, operations planning services, and training conferences are also provided.

University of Maryland
University College
College Park, MD 20742

The International Business and Management Institute is available to work with U.S. companies utilizing its network of foreign business contacts, especially in Asia. This program offers corporate training seminars, and, in conjunction with the International Negotiation Project at the University of Maryland College Park campus, it offers negotiation training involving the different foreign cultural norms affecting an international transaction.

University College offers a course entitled "Starting Your Own Import/Export Business." For more information on this, contact Dr. John Lathrop (301) 985-7195.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Bilateral chambers of commerce, which work to promote trade between the U.S. and a particular country, are listed separately in the next section.

Arlington Chamber of Commerce
4600 N. Fairfax Drive
Arlington, VA 22203
(703) 525-2400

City of Fairfax Chamber of Commerce
10856 Main Street
Fairfax, VA 22030
(703) 591-5550

District of Columbia Chamber of Commerce, Inc.
1411 K Street NW, Suite 500
Washington, DC 20005
(202) 347-7202

The international trade section of the D.C. Chamber of Commerce provides a range of export development assistance, from general reference information and counseling services on getting into exporting to actual matching of foreign companies with U.S. suppliers of goods which they are seeking.

Through its International Trade Committee, Chamber members have access to trade promotion activities that target countries or products of interest. Some of these members are available as resource persons for special projects such as export conferences or seminars wherein they impart valuable information and experience to the beginning exporter.

Greater Manassas Chamber of Commerce
P.O. Box 495
Manassas, VA 22110
(703) 379-4813

Chamber of Commerce of the United States
International Division
1615 H Street NW
Washington, DC 20062
(202) 463-5460

The Chamber of Commerce of the United States is the world's largest volunteer business federation. Over 3,800 local and state chambers of commerce and trade and professional associations, 71,000 business firms and American Chambers of Commerce (AmChams) in 40 countries comprise its strength and depth.

The Chamber's international activities are carried out by its International Division. In addition to its work in policy development and implementation on international trade, investment and economic development issues through committees, subcommittees and task forces and its bilateral and multilateral relations with key countries through joint business councils and the network of Amchams, the International Division publishes a variety of reports, surveys and other studies to educate and mobilize the public on important international commercial and economic questions.

BILATERAL CHAMBERS OF COMMERCE

Bilateral chambers of commerce work to promote trade between the United States and the country which they represent. They can provide various types of information concerning their represented country, such as market information, overseas contacts, trade leads, import regulations and foreign business practices.

Chamber of Commerce of the United States
International Division
1615 H Street NW
Washington, DC 20062
(202) 463-5480

The International Division maintains bilateral Business Councils and Economic Councils with numerous countries and regions, including: ASEAN, Brazil, Bulgaria, Canada, Czechoslovakia, Egypt, Hungary, India, Israel, Japan, Latin American, Nigeria, Poland, Romania, and Sudan. For more information on the Chamber, see the listing in the "Chambers of Commerce" section.

German-American Chamber of Commerce
One Farragut Square South
Washington, DC 20006
(202) 347-0247

Ibero American Chamber of Commerce
2100 M Street NW, Suite 607
Washington, DC 20037
(202) 296-0335

Saudi Arabian Council of Chambers of Commerce and Industry
Embassy of Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

U.S.-Arab Chamber of Commerce
1625 I Street NW, Suite 812
Washington, DC 20006
(202) 293-3162

United States-Mexico Chamber of Commerce
1900 L Street NW, Suite 612
Washington, DC 20036
(202) 296-5198

U.S.-Yugoslav Economic Council
818 18th Street NW
Washington, DC 20006
(202) 857-0170

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

American Enterprise Institute For Public Policy Research
1150 17th Street NW, Suite 1200
Washington, DC 20036
(202) 862-5801

American Management Association
440 1st Street NW
Washington, DC 20001
(202) 347-3092

American National Metric Council
1010 Vermont Avenue
Washington, DC 20005
(202) 628-5757

American Society of International Law
2223 MAssachusetts Avenue NW
Washington, DC 20008
(202) 265-4313

American Translators Association — National Capital Area Chapter
1309 N. Danville Street
Arlington, VA 22201
(703) 243-4743

The Association can provide referrals for firms seeking the services of a translator.

Asia Society
1785 Massachusetts Avenue NW
Washington, DC 20036
(202) 387-6500

The Society promotes trade between the U.S. and Asia and can provide information and assistance to exporters.

Austrian Trade Commission
1875 Connecticut Avenue NW, Suite 1114
Washington, DC 20009
(202) 745-3641
Telex: 44-0261 AHST DC
Fax: 202-745-7381

The Austrian Trade Commission works to promote trade between the United States and Austria. It can provide contacts with Austrian manufacturers, exporters and importers. It maintains a detailed database for trade leads.

Bankers Association For Foreign Trade
1101 16th Street NW, Suite 501
Washington, DC 20036
(202) 833-3060

Caribbean Council
2016 O Street NW
Washington, DC 20036
(202) 775-1136

Coalition For Employment Through Exports, Inc.
1801 K Street NW, 9th Floor
Washington, DC 20006
(202) 296-6107

Coalition of Service Industries
1333 New Hampshire Ave. NW, Suite 400
Washington, DC 20036
(202) 887-4143

The Coalition provides trade and marketing information on selling services overseas. It also sponsors seminars and trade shows.

Committee for the Caribbean
1333 New Hampshire Avenue NW
Washington, DC 20036
(202) 466-7464

Community Development Trading Group (CDTG), Washington Office
1620 Eye Street NW, Suite 505
Washington, DC 20006
(202) 293-7587

The Community Development Trading Group is a unique international trading consortium of cities and counties throughout the United States. The CDTG was established to increase exports of goods manufactured by firms within the member jurisdictions, and to attract foreign investment to those communities. Because CDTG represents city and county governments rather than individual manufacturers, the CDTG offers overseas buyers and joint venture partners a diversity of products and access to domestic manufacturers. It also is able

to apply the many resources of local governments toward a broad range of trade related activities.

The CDTG's primary activities are focused on matching the export capabilities of firms in member cities with worldwide market demands. Sophisticated screening techniques have resulted in detailed computer records on firms with the capability to export existing products. These are then matched against inquiries from foreign markets and other leads generated through the CDTG's agents in London, Milan, and Tokyo. The CDTG maintains a working relationship with many private trading companies, both in the United States and overseas. The CDTG can also assist in arranging necessary financing, including third-party or barter arrangements, as well as the range of traditional liaison services needed to complete international transactions.

The CDTG is a subsidiary of the National Community Development Association (NCDA), a national public membership organization with 450 members. Current CDTG members include: Huntsville, AL; Tucson, AR; Los Angeles, Oakland and San Leandro CA; Tampa FL; Rockford, IL; Fort Wayne, IN; Fall River and New Bedford, MA; Grand Rapids, MI; St. Paul, MN; Warwick, RI; Memphis, TN; Beaumont, TX; and Tacoma, WA.

East-West Trade Council
1700 Pennsylvania Avenue NW, Suite 670
Washington, DC 20006
(202) 393-6240

Emergency Committee For American Trade
1211 Connecticut Avenue, Suite 801
Washington, DC 20036
(202) 659-5147

Institute For International Development
354 Maple Avenue West
Vienna, VA 22108
(703) 281-5040

International Centre for Settlement of Investment Disputes
1818 H Street NW
Washington, DC 20433
(202) 676-1438

International Economic Policy Association
1625 I Street NW
Washington, DC 20006
(202) 331-1974

International Trade Association of Northern Virginia
P.O. Box 2982
Reston, VA 22090-0982
(703) 860-8795

The Association offers lectures, speakers and educational programs in the international trade and business arena. ITANV programs and services reach over 1000 Metropolitan Washington trade executives, bankers, lawyers, diplomats, consultants, international corporations, government officials and academicians. Through monthly speakers, luncheons and programs, the ITANV addresses practical topics in international trade and finance. Information is gained from individuals with hands-on experience in foreign countries. Programs are offered to better understand developments in law and policy which affect international business.

Members receive the association newsletter and the annual membership directory, as well as notices to luncheons, seminars and special events. The ITANV has a variety of committees related to specific areas of interest which will benefit the individual needs of each member.

International Trade Council
750 13th Street SE
Washington, DC 20003
(202) 547-1727

Latin American Manufacturing Association
4919 New Jersey Avenue SE
Washington, DC 20003
(202) 546-3808

The Association promotes trade between the U.S. and Latin America and can provide information and assistance to exporters.

National Association of Credit Management—National Capital Region
6216 Old Keene Mill Court
Springfield, VA 22152
(703) 569-7000

NACM is the world's largest credit organization, operating through 73 affiliated credit associations in North America, England, and western Europe. Via its offices, commercial credit reports can be requested on any business activity in the free world.

Some of NACM-NCR's objectives are to provide current, reliable and complete credit information on businesses in this area and across the country, to assure prompt collection of delinquent commercial accounts, and to provide the credit profession with educational seminars and workshops as well as publications that cover all aspects of credit management.

FCIB (Finance, Credit and International Business), an international arm of NACM, sponsors groups and roundtables on foreign commercial credit information and has collection capabilities for foreign delinquent accounts.

National Association of Insurance Brokers
311 First Street NW, Suite 700
Washington, DC 20001
(202) 783-8880

The Association provides referrals for firms seeking marine insurance services.

National Association of Manufacturers
1776 F Street NW
Washington, DC 20006
(202) 626-3700

National Association of State Development Agencies
444 North Capitol Street NW, Suite 345
Washington, DC 20001
(202) 624-5411

National Council on U.S.-Arab Relations
1625 I Street NW, Suite 904
Washington, DC 20006
(202) 293-0800

National Council for U.S.-China Trade
1050 17th Street NW, Suite 350
Washington, DC 20036
(202) 429-0340

National Foreign Trade Council
900 17th Street NW, Suite 514
Washington, DC 20006
(202) 887-0278

The National Foreign Trade Council is concerned exclusively with the expansion of U.S. international trade and investment. The Council's primary goal is to enhance the international competitiveness of U.S. industry. Council committees are responsible for the development of positions on important trade, investment and other economic issues, and for coordination of Council advocacy of such positions.

The NFTC Foundation, the educational arm of the Council, regularly sponsors seminars, conferences and meetings addressed by senior business executives, U.S. and foreign government officials, and experts in specialized fields relating to international trade, investment and personnel.

The Council offers a broad range of information services to member companies, including bulletins on testimony before Congressional committees, highlights of new legislation, and other information of immediate interest, and memoranda, providing timely in-depth information on subjects of special interest, such as international trade policy, taxation, export finance, the European Communities and Latin America. The Council's International Personnel Administration division makes available on request State Department Post Reports on particular countries, and special immigration visa reports.

National Industrial Council
1776 F Street NW
Washington, DC 20006
(202) 626-3853

Overseas Development Council
1717 Massachusetts Avenue NW, Suite 501
Washington, DC 20036
(202) 234-8701

Pan American Development Fund
1889 K Street NW
Washington, DC 20006
(202) 789-3969

Partnership for Productivity International
2441 18th Street NW
Washington, DC 20009
(202) 234-0340

The Society for International Development (SID)
1401 New York Ave. NW, Suite 1100
Washington, DC 20005
(202) 347-1800

SID is a professional association for people with an interest in international economic, political and social development. SID has members in 120 countries and territories, forming some 60 national and local chapters.

SID offers chapter programs, including luncheons and dinner meetings with speakers and panels on important development issues and concerns, 20 active workgroups in specialized areas for in-depth discussions, an annual chapter conference, career orientation seminars, a monthly calendar of events in SID and other organizations, "open house" receptions hosted by the Chapter and SID Institutional Members, participation in SID international activities, such as the triennial international conference, opportunities to meet and share information with others in your field of expertise and geographic interest, and embassy visits.

SID also publishes a monthly newsletter "Washington Chapter Report" with highlights of recent programs, employment opportunities and other updates, as well as a quarterly journal, "Development," and a quarterly newsletter, "Compass."

Suburban Maryland International Trade Association (SMITA)
4417 Whimsey Lane
Olney, MD 20832
(301) 924-0234

SMITA is an association designed to promote and support international trade by Maryland companies. SMITA makes available a monthly forum where many trade issues can be addressed in a comprehensive manner. The diverse topics covered at each session help to advance one's understanding of trade dynamics. Each member is committed to assisting other members with "hands on" experience.

Trade Relations Council of the United States
1001 Connecticut Ave. NW, Suite 901
Washington, DC 20036
(202) 785-4194

The Council provides detailed international trade statistics.

U.S.-ASEAN Center For Technology Exchange, Inc.
1155 15th Street NW, Suite 302
Washington, DC 20005
(202) 955-8460
Telex: 89-712 RMH

Washington D.C. Customhouse Brokers & Forwarders Association
c/o G. Cosimano, Inc.
P.O. Box 17092
Dulles International Airport
Washington, DC 20041
(703) 471-9824

The Association can provide referrals for firms seeking the services of a custom house broker or international freight forwader.

Washington International Trade Association (WITA)
1233 20th Street NW, Suite 800
Washington, DC 20036
(202) 293-4193

WITA is a professional membership organization offering educational programs and member services to over 700 Metropolitan Washington international trade executives, bankers, lawyers, diplomats, consultants, government officials and academics.

WITA regularly sponsors monthly luncheons, a number of conferences and seminars on pertinent international trade issues; assists with professional development through a speaker's bureau and placement service, and has a variety of substantive committees related to specific sections on international trade such as trade policy and procurement. In addition to monthly programs and seminars, WITA publishes a newsletter, "Trade Trends."

World Trade Center Washington
1101 King Street, Suite 700
Alexandria, VA 22314
(202) 955-6164
TWX: 510-600-4086 WTC WASH

The Washington World Trade Center offers numerous services to tenants and members of the World Trade Center Association. These services include: trade information, educational programs on exporting, telex and facsimile services, translation services, trade missions, and computerized database information.

FOREIGN EMBASSIES

Generally, the embassies that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

American Security Banks, NA
International Division
1501 Pennsylvania Avenue NW
Washington, DC 20013
(202) 624-7643

Capital Bank, NA
International Department
815 Connecticut Avenue NW
Washington, DC 20006
(202) 872-1470

Central Fidelity Bank
8117 Leesburg Pike
Vienna, VA 22180
(703) 323-4400

District of Columbia National Bank
1801 K Street NW
Washington, DC 20006
(202) 955-8930

First American Bank, NA
International Department
740 15th Street NW
Washington, DC 20005
(202) 637-4661

First American Bank of Virginia
1970 Chain Bridge Road
McLean, VA 22102
(703) 821-7777

First Virginia Bank
6100 Arlington Blvd.
Falls Church, VA 22046
(703) 241-4831

Heritage International Bank
7126 Wisconsin Avenue
Bethesda, MD 20814
(202) 951-0800

Maryland National Bank
1110 Vermont Avenue NW, Suite 1000
Washington, DC 20005
(202) 822-8111

Maryland National Bank
2070 Chain Bridge Road, Suite 105
Tysons Corner, VA 22180
(703) 448-9801

National Bank of Washington
International Department
1337 Connecticut Ave. NW, Suite 555
Washington, DC 20036
(202) 537-2316

NS&T Bank
International Department
15th St. & New York Ave. NW
Washington, DC 20005
(202) 879-6378

Riggs National Bank of Washington
800 17th Street NW
Washington, DC 20006
(202) 835-5024

Security National Bank
1130 Connecticut Avenue NW
Washington, DC 20036
(202) 331-5406

Sovran Bank, N.A.
1101 Connecticut Avenue NW
Washington, DC 20036
(202) 955-8164

Sovran Bank, N.A.
Arlington Main
3401 Columbia Pike
Arlington, VA 22204
(703) 892-3708

Sovran Bank, N.A.
Glebe Road Branch
801 N. Glebe Road
Arlington, VA 22203
(703) 276-4108

Sovran Bank, N.A.
West Park Office
8300 Greensboro Dr., Suite 630
McLean, VA 22102
(703) 276-4363

United Virginia Bank
1000 Wilson Blvd.
Arlington, VA 22209
(703) 838-3025

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

A-Z Marketing International Corp.
611-A Lofstrand Lane
Rockville, MD 20850
(301) 279-8870

Aero Marine Ltd.
1120 Connecticut Avenue NW
Washington, DC 20036
(202) 234-3100
Cable: AEROMAR

Automotive parts & accessories, aircraft parts & accessories.

Aeromaritime, Inc.
6733 Curran Street
McLean, VA 22101
(703) 734-4830
Telex: 24-8508 ACOR UR

Aim Enterprises, Inc.
8450 East Tyco Road
Vienna, VA 82180
(703) 556-0940
Telex: 90-1951

Alexandria Trade Group
P.O. Box 9008
Alexandria, VA 22312
(703) 941-4233

Food products machinery & equipment, food products, electrical motors & generators, pharmaceuticals, petroleum refining equipment, petroleum & coal products, toys & games.

Alf International Inc.
1345 Pennsylvania Ave. SE
Washington, DC 20003
(202) 543-5500

Algeda International
2112 New Hampshire Avenue NW
Washington, DC 20009
(202) 667-1726

American International Export Warehouse — Electronics, appliances.
8834 Monard Drive
Silver Spring, MD 20910
(301) 585-7448

American Nile Trading Corp.
2550 M Street NW
Washington, DC 20037
(202) 223-0684

American Products International Inc. — Communications & sounding equipment, oil spill skimmers.
1169 Chain Bridge Road
McLean, VA 22101
(703) 790-0682

American Reliance Export Systems, Inc.
5550 Friendship Blvd.
Chevy Chase, MD 20815
(301) 654-4504

American Traders Group, Inc.
4203 American Drive
Annandale, VA 22003
(703) 256-2386

American Trading Export Co. Inc.
Baltimore-Washington Industrial Park
Jessup, MD 20794
(301) 776-0550

American West Export-Import Co.
1962 Rosemary Hills Drive
Silver Spring, MD 20901
(301) 565-3075

Antrade, Inc.
1627 Lamont Street NW
Washington, DC 20010
(202) 332-0576

Arab American Trading Co.
618 N. Washington Street
Alexandria, VA 22314
(703) 548-8833

Arame Trading Corp.
5100 Wisconsin Avenue NW
Washington, DC 20016
(202) 537-1150

Asian American Trading Co.
618 N. Washington Street
Alexandria, VA 22314
(703) 548-8833

Atlantic Export
2822 Juniper Street
Fairfax, VA 22031
(703) 573-8383

Major appliances.

Atlantic Export Group, Inc.
17604 Lafayette Drive
Olney, MD 20832
(301) 774-2200

Augustu-Lewis Associates, Inc.
600 Camelot Way
Ft. Washington, MD 20744
(301) 567-7400

Beijing Trade Exchange, Inc.
1325 15th Street NW
Washington, DC 20005
(202) 265-8080

Benson Stuart Trading Co. Inc.
7400 Lakeview Drive
Bethesda, MD 20817
(301) 469-6102

Bi-Continental Resources, Inc.
1638 R Street NW
Washington, DC 20009
(202) 667-1714

Bon Tech Corp.
8200 Greensboro Drive, Suite 1111
McLean, Virginia 22101
(703) 448-9770
Telex: 90-1777 BON TECH USA

Construction and agricultural machinery, spare parts, equipment, chemicals.
Areas: Middle East, Africa, South America, Far East.

Business & Industries Development Corp., Ltd.
1614 Newton Street NE
Washington, DC 20018
(202) 526-2691

Caribbean Basin Development Corp.
1730 M Street NW
Washington, DC 20036
(202) 785-3136

Central Continent
2901 Connecticut Avenue NW
Washington, DC 20008
(202) 462-8348

Certified Export Import Trading Co. Inc.
12013 Veirs Mill Road
Silver Spring, MD 20906
(301) 946-8311

Combined Agencies Corp.
4900 Massachusetts Ave. NW, Suite 304
Washington, DC 20016
(202) 966-4500
Telex: WUI 64-463 COMBA
Cable: COMBA WASHDC

Equipment-carrying trailers, pumps, other machinery, equipment & supplies, portable refrigerators & ice-makers, red dye for foodstuffs, pharmaceuticals, cosmetics, cleaners & protecting agents for automobiles, aircraft & boats.

Combyte, Inc.
4810 Beauregard Street
Alexandria, VA 22312
(703) 750-2443
Telex: 24-8760 CO7B UR

Optical scanning devices, industrial control equipment, modems, digital multiplexors.

Commercial & Industrial Trading Co.
6521 Arlington Blvd.
Falls Church, VA 22042
(703) 241-8463
Telex: 90-3049 CINTRA FSCH

Continental Exports Co., Inc.
1105 W Street NE
Washington, DC 20018
(202) 484-6040

Coon's International
5717 Colorado Avenue NW
Washington, DC 20011
(202) 291-7778

Dosik International
9519 Evergreen Street
Silver Spring, MD 20901
(301) 585-4447

Scientific instruments, scientific & technical books.

ECI Equipment International, Ltd.
One Export Drive
Sterling, VA 22170
(703) 450-5400

Farm machinery & equipment, automotive parts & accessories, photographic equipment & supplies, electrical industrial apparatus, engineering & scientific instruments, cutlery, hand tools & hardware, metalworking machinery.

ENC Trading Co.
232 Paula Lynn Drive
Silver Spring, MD 20901
(301) 384-1748

East-West Trade & Technology Development Co., Inc.
1300 G Street NW
Washington, DC 20005
(202) 783-3328

Embassy Export Appliance and Housewares
5810 Seminary Road, Suite 300
Falls Church, VA 22041
(703) 379-6100
Telex: 89-9179 ARYA USA

Euramco
3010 Wisconsin Avenue NW
Washington, DC 20016
(202) 364-0692

Export Monitor
1622 Kenwood Avenue
Alexandria, VA 22206
(703) 931-8567

Export Service International, Inc.
1 Export Drive
Sterling, VA 22170
(703) 450-7844

Exportran International Corp.
8357-A Greensboro Drive
McLean, VA 22102
(703) 821-6960
TWX: 710-833-0307

Exports and Electronics
1719 Connecticut Avenue NW
Washington, DC 20009
(202) 232-2244

Exports of International Appliances, Inc.
8816-8820 Monard Drive
Silver Spring, MD 20910
(202) 589-4610
Electrical appliances.

Falcon Exports, Inc.
1925 North Lynn Street
Arlington, VA 22209
(703) 243-7500
Telex: 70-4127

Far East Trading Co., Inc.
10875 Main Street
Fairfax, VA 22030
(703) 591-0993

Fenton International Group, Ltd.
3421 M Street NW, Suite 317
Washington, DC 20007
(202) 887-0110

Various orthopedic products.
Area: Europe

First Dynasty, Inc.
1825 I Street NW
Washington, DC 20006
(202) 822-1910

Foodway International, Inc.
1410 Oglethorpe Street NW
P.O. Box 56050
Washington, DC 20011
(202) 829-5585
Telex: 44-0502 FOOD UI
Cable: FOODWAY WASHINGTON

Forbes & Co.
618 North Washington Street
Alexandria, VA 22314
(703) 548-8833
Telex: 89-9185

Electronic equipment, machinery spare parts.
Area: Worldwide

Fortune Trading Co., Inc.
14672-B Southlawn Lane
Rockville, MD 20850
(301) 340-0275

Frisco Products Inc.
P.O. Box 34682
Bethesda, MD 20817
(301) 279-9190
Telex: 29-2332 FRIS

Food and beverages, health care industry equipment & supplies, pharmaceuticals, safety & security equipment.
Areas: Developing countries

G & G Import-Export, Inc.
1444 Rhode Island Avenue NW
Washington, DC 20005
(202) 232-0223

Gallipoli International Ltd.
7206 Bayside Court
McLean, VA 22101
(703) 442-7956

Gateway International Sales, Ltd.
P.O. Box 17253
Dulles International Airport
Washington, DC 20041
(703) 471-4020
Telex: 24-8308 (GATEWAY UR)

General Solar International Corp.
1017 Taft Street
Rockville, MD 20850
(301) 424-0545
Telex: 89-8396

Giant International Co. Inc.
5408 Silver Hill Road
Suitland, MD 20746
(301) 967-6940

Global Commerce & Consulting Services, Inc.
1100 17th Street NW
Washington, DC 20036
(202) 659-4992

Green Landing International, Inc.
14749 Main Street
Upper Marlboro, MD 20772
(301) 627-1537

Hanseatic Trading Co.
5910 Otley Drive
Alexandria, VA 22310
(703) 960-6111
Telex: 49-97742

Horizon Trading Co., Inc.
1225 Connecticut Ave. NW, Suite 315
Washington, DC 20036
(202) 887-1900
Telex: 24-8890 HORN
90-4155 HORN

Interamerican Development and Export Corp.
5516 Massachusetts Avenue
Bethesda, MD 20816
(301) 229-5600

International Business Exchange, Inc.
1341 G Street NW
Washington, DC 20005
(202) 393-1666

International Import & Export Co., Inc.
3221 Patterson Street NW
Washington, DC 20015
(202) 686-7400

International Industrial
Representatives, Inc.
1403 Ingeborg Court
McLean, VA 22101
(703) 893-7784

International Industries, Inc. Electrical appliances.
1000 Half Street SE
Washington, DC 20003
(202) 554-2440

International Trading and Advisory
Group, Ltd.
2000 L Street NW, Suite 200
Washington, DC 20036
(202) 466-2590

Interstate Management Services Co.
1000 Connecticut Ave. NW, Suite 1200
P.O. Box 50170
Washington, DC 20004
(202) 296-0947
Telex: 23-0199

International Trade Management Corp.
440 First Street NW, Suite 415
P.O. Box 946
Washington, DC 20001
(202) 737-2470

Jatta International
1080 Wisconsin Avenue NW
Washington, DC 20007
(202) 944-3000

Jenkins Export-Import
5215 Portsmouth Road
Fairfax, VA 22032
(703) 385-8321

Kessler International Corp.
2154 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-7500

Lexim International, Inc.
600 New Hampshire Avenue NW
Washington, DC 20037
(202) 338-8588

Logic International
1455 Pennsylvania Avenue NW
Washington, DC 20004
(202) 783-2000

Low Country International, Inc.
2917 8th Street NE
Washington, DC 20017
(202) 832-7864
Telex: 44-0487 COURTESY

M. International Export (MINTEX)
2201 Wilson Blvd.
Arlington, VA 22201
(703) 243-0200
Telex: 64-112 MINTEX

MIC, Inc. Global Marketing
8300 Greensboro Drive
McLean, VA 22102
(703) 448-8200
Telex: 82-4430 MIC MCLN

M.K. Technology Associates
1920 N Street NW
Washington, DC 20024
(202) 429-9811

MTC International Consultants, Inc.
4520 East-West Highway
Bethesda, MD 20814
(301) 654-2363

Marketing Services International Inc.
6861 Elm Street
P.O. Box 387
McLean, VA 22101
(703) 356-2214
Telex: 44-0433 MARK UI

Maryland Export and Imports
6139 Georgia Avenue NW
Washington, DC 20011
(202) 829-5759

McTrade, Ltd.
1800 M Street NW, Suite 400
Washington, DC 20036
(202) 822-5538
Telex: 82-20140

Medical Consultants International, Inc.
1300 N. 17th Street
Arlington, VA 22209
(703) 522-8777

Hospital equipment & supplies.

Mega Co.
1311A Dolley Madison Blvd., Suite 3C
McLean, VA 22101
(703) 827-0207

Furniture, electrical lighting equipment, air conditioning equipment & parts.

Meridian International Trading Co.
1120 Connecticut Avenue NW
Washington, DC 20036
(202) 331-8460

Milford International, Inc.
1720 Westmoreland Street
McLean, VA 22101
(703) 893-8025
Telex: 84-2407

Naila International, Inc.
9110 Friars Road
Bethesda, MD 20817
(301) 530-6970

North American Export Management, Inc.
1925 North Lynn Street
Arlington, VA 22209
(703) 524-9240

Nutrex Trading Co.
1000 Wilson Blvd., Suite 900
Arlington, VA 22209
(703) 276-9397

Obran Corp.
3605 Tyrol Drive
Landover, MD 20785
(301) 773-7722

Overseas Marketing and Development Co.
8136 Old Keene Mill Road
Springfield, VA 22151
(703) 644-0130

Performance Business Group
4900 Massachusetts Avenue NW
Washington, DC 20016
(202) 364-2943

Phimar International, Inc.
4905 Del Ray Avenue, Suite 214
Bethesda, MD 20814
(301) 654-6619

Automotive parts & accessories, electrical apparatus, machinery & equipment.

Redex Corp.
P.O. Box 7638
McLean, VA 22106-7638
(703) 448-8170

The Republic Group Corp. of Virginia
5801 Lee Highway
Arlington, VA 22207
(703) 533-8555
Telex: 89-2532 REPUBLIC

Rose Trading Co.
5910 Anniston Road
Bethesda, MD 20817
(301) 530-2432

SYF Group, Inc.
1601 North Kent Street, Suite 1008
Arlington, VA 22209
(703) 276-9293
Telex: ITT 49-93142 SYFGRP

The Samaha Corp.
8300 Greensboro Drive, Suite 670
McLean, VA 22101
(703) 556-9455
Telex: 44-0561 SAMAHA

Sheba International Enterprises, Inc.
201 I Street NW
Washington, DC 20001
(202) 484-0946

Shenandoah Commercial Services
800 Follin Lane
Vienna, VA 22180
(703) 281-7920

Smit-Macklin Trading Co.
1522 King Street
Alexandria, VA 22314
(703) 644-0130

World wide agents, specialists in Caribbean Basin, Central American markets

South American Trading Co.
618 North Washington Street
P.O. Box A
Alexandria, VA 22313
(703) 548-8833
Telex: 89-9185
Cable: EXIMCO

Sumitomo Corp. of America
1747 Pennsylvania Avenue NW
Washington, DC 20006
(202) 861-0690

General trading company; all types of products.
Area: Worldwide

Syntech Enterprises Ltd.
9332 Annapolis Road
Lanham, MD 20706
(301) 731-6022

Tir Trade
5810 Seminary Road, Suite 500
Falls Church, VA 22041
(703) 998-5700
Telex: 89-9179 ARYA USA

Trade Development International, Inc.
P.O. Box 19079
Alexandria, VA 22320
(703) 920-0564

Water supply & sewage systems, pipes & fittings, industrial machinery.

Tradeco International
2305 Wilson Blvd.
Arlington, VA 22201
(703) 522-6445

Tradeways, Ltd.
307-F Maple Avenue West
Vienna, VA 22180
(703) 281-5482

Food processing equipment, electronic components, radiation detection equipment, defense-related equipment.
Areas: Europe, Far East, Middle East

Trans World Products Co., Inc.
1776 K Street NW
Washington, DC 20006
(202) 232-9024

TransNational, Inc.
1511 K Street NW, Suite 1100
Washington, DC 20005
(202) 393-7690

Transtech Services, USA
P.O. Box 21003
Alexandria, VA 22320-2003
(703) 548-8543
Telex: 12-7097 TONYK/TRANSTECH

Transworld Group, Ltd.
1234 31st Street NW
Washington, DC 20007
(202) 328-4155

Trident Trade Services Corp.
1522 King Street
P.O. Box 20002
Alexandria, VA 22320
(703) 548-1779
Telex: 29-2016 ACTW UR

United Trading and Shipping
5881 Leesburg Pike
Falls Church, VA 22041
(703) 370-8855

U.S.-India Enterprises, Inc.
1725 I Street NW
Washington, DC 20006
(202) 887-0186

United States Trading Co.
1605 New Hampshire Avenue NW
Washington, DC 20009
(202) 462-2033
Telex: 37-25480

Universal Import & Export
11243 Lockwood Drive
Silver Spring, MD 20901
(301) 681-8693

Viet My Corp.
1007 St. Stephens Road
Alexandria, VA 22304
(703) 370-2234
TWX: 710-832-30611 VIET MY ALE

WJS International
6731 Curran Street
McLean, VA 22101
(703) 448-0600
Telex: 64-750 WJSDX UW

Washington Resources International Inc.
1050 Connecticut Avenue NW
Washington, DC 20036
(202) 429-6617

World Trade Associates, Inc.
800 North Taylor Street, Suite 200
Arlington, VA 22203
(703) 247-3250

Automotive parts & accessories, aircraft engines, parts & accessories, military tanks, parts & ordnance, scientific instruments.

Worldwide Import & Export, Inc.
22 Audrey Lane
Oxon Hill, MD 20745
(301) 839-0899

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below.

ABL Associates, Inc.
2254 Hall Place NW
Washington, DC 20007
(202) 337-4609

AFT International Ltd.
3809 Club Drive
Chevy Chase, MD 20815
(301) 656-5180

Airschott
P.O. Box 17373
Dulles International Airport
Washington, DC 20041
(703) 471-7444

Consulting on international transportation.

American Surveys International
2000 N Street NW, Suite 910
Washington, DC 20036
(202) 872-9800

American Technical Communications
4950-A Eisenhower Avenue
Alexandria, VA 22304
(703) 751-4643

Electrical industrial apparatus, communications equipment, electronic components & accessories.

Arthur Andersen & Co.
1666 K Street NW
Washington, DC 20006
(202) 862-3100
Branch Office:
8251 Greensboro Drive
McLean, VA 22102
(703) 734-7300

International accounting, taxation & management.

Averroes, Inc.
6825 Redmond Drive
McLean, VA 22101
(703) 356-4077

Leni S. Berliner
5315 Connecticut Ave. NW, Apt. 407
Washington, DC 20015
(202) 362-0264

Area of expertise: Latin America

Bosa International Group, Inc.
1275 K Street NW
Washington, DC 20005
(202) 289-5414

Booz, Allen & Hamilton, Inc.
7315 Wisconsin Ave., Suite 1100W
Bethesda, MD 20814
(301) 986-5000

Business Promotion Consultants, Inc.
5804 Manchester Place NW
Washington, DC 20011
(202) 291-7446

Clawson Co.
1702 Crest View Drive
Potomac, MD 20854
(301) 251-8919

Specialists in foreign customs.

Columbia International
11000 Arroyo Drive
Rockville, MD 20852
(301) 897-8707

Columbia Research Service
10330 Nightmist Court
Columbia, MD 21044
(301) 997-1587

Semiconductors, electrical parts, adhesives & sealants, radar systems & equipment.

Coopers & Lybrand
1800 M Street NW
Washington, DC 20036
(202) 822-4000

International accounting, taxation & management.

Copan, Inc.
10221 Province Town Court
Fairfax, VA 22030
(703) 425-5333

Deloitte Haskins & Sells
1001 Pennsylvania Avenue NW, Suite 350
Washington, DC 20004-2505
(202) 879-5600

International accounting, taxation & management.

Development Bank Associates, Inc.
1735 I Street NW
Washington, DC 20006
(202) 785-2971

The Drake Group
226 West Glebe Road
Alexandria, VA 22305
(703) 549-4603

Duffy International
1945 Columbia Road NW
Washington, DC 20009
(202) 667-6000

Dun & Bradstreet Corp.
600 Maryland Avenue SW
Washington, DC 20024
(202) 484-7381
Branch Office:
6120 Executive Blvd.
Rockville, MD 20852
(301) 984-8500

International credit reporting.

Elliott Hurwitz & Co.
1156 15th Street NW, Suite 505
Washington, DC 20005
(202) 955-9574

Engineering For Export, Inc.
9033 Falls Chapel Way
Potomac, MD 20854
(301) 424-6248

Computer systems, software & programming.

Ernst & Whinney
1225 Connecticut Avenue NW
Washington, DC 20036
(202) 862-6000

International accounting.

Export Consultants of Washington
(202) 388-6720

Export Dataline
1621 Brookside Road
McLean, VA 22101
(703) 237-5515

First Africa Corp.
1010 Massachusetts Avenue NW
Washington, DC 20001
(202) 371-1671

Frisco Products Inc.
P.O. Box 34682
Bethesda, MD 20817
(301) 279-9190
Telex: 29-3332 FRIS

Food & beverages, health care industry equipment & supplies, pharmaceuticals, transportation equipment, safety & security equipment.
Areas: Developing countries

Global Commerce and Consulting Services
1100 17th Street NW, Suite 1000
Washington, DC 20036
(202) 659-4992

Global Trade Services, Ltd.
1627 I Street NW
Washington, DC 20006
(202) 429-0507

Grace International of America Inc.
7824 Mary Cassatt Drive
Potomac, MD 20854
(301) 299-8869

Grant Thornton
1850 M Street NW
Washington, DC 20036
(202) 296-7800

International accounting & management.

Guiball International, Inc.
1742 Abbey Oak Drive
Vienna, VA 22180
(703) 281-1200

C.S. Haslam
2824 McKinley Place NW
Washington, DC 20015
(202) 333-7554

Information Handling Services
1990 M Street NW, Suite 400
Washington, DC 20036
(202) 331-0961

Intercon Ltd. International Trading & Consultants
3011 Chesapeake Street NW
Washington, DC 20008
(202) 364-3011

International Advantage, Inc.
8375 Leesburg Pike, Suite 133
Vienna, VA 22180
(703) 941-1433

International Consulting Group, Inc.
1016 S. Wayne Street, Terrace 09
Arlington, VA 22204
(703) 920-8882

Sanitation products, agriculture, environmental monitoring equipment, aircraft parts.

International Marketing Consultants
1101 King Street, Suite 501
Alexandria, VA 22314
(703) 838-5505

Area: Worldwide

International Trade Services Inc.
13417 Scottish Autumn Lane
Gaithersburg, MD 20878
(301) 926-9060

JGW International Ltd.
10521 Rosehaven Street, Suite 202
Fairfax, VA 22030
(703) 352-3400

Johnsen Associates
1222 Stoneham Court
McLean, VA 22101
(703) 790-1086

Kimberly-Brunell-Lehmann, Inc.
1101 30th Street NW
Washington, DC 20007
(202) 833-9031

Kramer Associates Inc.
2100 M Street NW
Washington, DC 20037
(202) 296-0230

Areas: Europe, Middle East, North Africa

Lakas Associates International
6616 Radnor Road
Bethesda, MD 20817
(301) 229-0436

Logic International Inc.
1455 Pennsylvania Avenue NW, Suite 550
Washington, DC 20004
(202) 783-2000
Fax: 202-628-5814

Management Logistics International, Ltd.
1401 Wilson Blvd.
Arlington, VA 22209
(703) 522-4550

Midwest Overseas Marketing Corp.
918 16th Street NW
Washington, DC 20006
(202) 857-0664

Multinational Marketing Associates
2225 Double Eagle Court
Reston, VA 22090
(703) 860-4145

Norex USA Inc.
1032 31st Street NW
Washington, DC 20007
(202) 337-6013

Orr and Branand
4 East Street SE
Washington, DC 20003
(202) 546-4100

Peat Marwick Main & Co.
2001 M Street NW
Washington, DC 20036
(202) 467-3000
Other Office:
8150 Leesburg Pike
Vienna, VA 22180
(202) 442-0030

International accounting, taxation & management.

Price Waterhouse
1801 K Street NW
Washington, DC 20006
(202) 296-0800
Telex: 19-7774
Fax: 202-466-3918

International accounting, taxation & business management.

RCS Associates
7731 Tauxmont Road
Alexandria, VA 22308
(703) 768-1697

R.P. Associates, Inc.
4832 16th Road North
Arlington, VA 22207
(703) 527-7724

Jean Racine
11028 Stanmore Drive
Potomac, MD 20854
(301) 299-2880

Area: Europe

Renaissance Communications
7835 Eastern Avenue
Silver Spring, MD 20910
(301) 587-1505

International marketing.

Resources Management International (RMI)
2000 L Street NW, Suite 200
Washington, DC 20036
(202) 223-1020

Reynolds Research
910 17th Street NW
Washington, DC 20006
(202) 293-4850

Area: Japan

SRC Group, Inc.
1815 19th Street NW
Washington, DC 20009
(202) 332-0070

SY Associates Inc.
8905 Transue Drive
Bethesda, MD 20817
(301) 469-8635

Safeer Company
1627 K Street NW
Washington, DC 20006
(202) 466-4226

Stewart Trade Data Services Corp.
1001 Connecticut Avenue NW
Washington, DC 20036
(202) 785-1945
(800) 527-6138

Swedish Projects, Inc.
1 Thomas Circle NW
Washington, DC 20005
(202) 659-0606

Tico, Inc.
2004 Lorraine Ave.
McLean, VA 22101
(703) 532-5326

Herbert A. Tierney Associates
6521 Arlington Blvd.
Falls Church, VA 22042
(703) 237-0433

Trade Consulting Services
2020 K Street NW
Washington, DC 20006
(202) 223-5472

Tradeways, Ltd.
307 F Maple Avenue
Vienna, VA 22180
(703) 281-5482

TransContinental IMEX, Inc.
1901 Pennsylvania Ave. NW, Suite 306
Washington, DC 20006
(202) 457-0180

Trident Trade Service Corp.
1522 King Street
Alexandria, VA 22314
(703) 548-1778

U.S. Consultants Inc.
499 Capitol Street SW, Suite 515
Washington, DC 20003
(202) 293-9433

Paula Unrich
1200 North Nash, Suite 225
Arlington, VA 22209
(703) 522-7684

vanKloberg & Associates
1750 K St. NW, Suite 501
Washington, DC 20006
(202) 659-8372
TWX: 710-822-9208

Specialists in developing countries

WJS, Inc.
6731 Curran Street
McLean, VA 22101
(703) 448-0600

Washington Export Information, Inc.
2025 I Street NW, Suite 606
Washington, DC 20006
(202) 429-0366

Washington Nichibei Consultants, Ltd.
National Press Building, Suite 830
529 14th Street NW
Washington, DC 20045
(202) 293-6958

Area: Japan

Washington Representation, Ltd.
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-2295

Arthur Young & Co.
3000 K Street NW
Washington, DC 20007
(202) 956-6000

International accounting.

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Balsamo & Associates Chartered
900 17th Street NW
Washington, DC 20006
(202) 296-4683

Bishop, Cook, Purcell & Reynolds
1400 L Street NW
Washington, DC 20005-3502
(202) 371-5711
Telex: 44-0574 INTLAW UI

Blum, Nash & Railsback
1133 15th Street NW, 11th Floor
Washington, DC 20005
(202) 857-0220

Brownrigg & Muldoon
1730 M Street NW
Washington, DC 20036
(202) 466-8666

Thomas Cutler
2025 I Street NW
Washington, DC 20006
(202) 463-6160

Dickinson, Wright, Moon, Van Dusen & Freeman
1901 L Street NW
Washington, DC 20036
(202) 457-0160

Dorsey & Whitney
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 857-0700

Dykema, Gossett, Spencer, Goodnow & Trigg
1752 N Street NW, 6th Floor
Washington, DC 20036
(202) 466-7185
Telex: 23-0121
Fax: 202-296-6770

Stephen D. Espy & Associates
1819 H Street NW
Washington, DC 20006
(202) 659-1500

Gadsby & Hannah
1747 Pennsylvania Avenue NW
Washington, DC 20006
(202) 429-9600

Grunfeld, Desiderio Lebowitz & Silverman
2000 L Street NW
Washington, DC 20036
(202) 463-3010

Tecola W. Hagos
1919 Pennsylvania Avenue NW
Washington, DC 20006
(202) 223-1123

Hall, Estill, Hardwick, Gable, Collingsworth & Nelson
South Bldg., Suite 750
1120 20th Street NW
Washington, DC 20036
(202) 822-9100

Kaplan, Russin & Vecchi
1215 17th Street NW
Washington, DC 20036
(202) 887-0353

Klayman & Gurley, PC
529 14th Street NW
Washington, DC 20004
(202) 662-7450

Kline & Joseph
1776 K Street NW
Washington, DC 20006
(202) 775-0108

Paul T. Langerman
1919 Pennsylvania Avenue NW
Washington, DC 20006
(202) 659-5531

Stephen R. Leventhal
7316 Wisconsin Avenue
Bethesda, MD 20814
(301) 656-5800

Mudge, Rose, Guthrie, Alexander & Ferndon
2121 K Street NW
Washington, DC 20037
(202) 429-9355

Porter, Wright, Morris & Arthur
1233 20th Street NW
Washington, DC 20036-2395
(202) 778-3080

Philip Schwartz
6950 N. Fairfax Drive
Arlington, VA 22213
(703) 532-9300

J. Gibson Semmes
3286 M Street NW
Washington, DC 20007
(202) 965-1234

Stein, Shostak, Shostak & O'Hara
1101 17th Street NW, Suite 806
Washington, DC 20036
(202) 223-6270

Julio C. Trujillo
1625 I Street NW
Washington, DC 20006
(202) 659-6594

George R. Tuttle, PC
1331 Pennsylvania Avenue NW
Washington, DC 20004
(202) 662-7550

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*).

A-1 Packing & Transport Co., Inc.
7958 Cameron Brown Court
Springfield, VA 22151
(703) 569-5310

AFI World Wide Forwarders
1925 N. Lynn Street
Arlington, VA 22209
(703) 925-5668

Aeromar International Ltd. (*)
P.O. Box 17090
Dulles International Airport
Washington, DC 20041
(703) 471-7034
Telex: 15-0173
Fax: 703-661-8982

Air Cargo Service
Dulles International Airport
Washington, DC 22041
(703) 243-3901

Airschott/Seaschott/Aces (*)
Dulles International Airport
Washington, DC 20041
(703) 471-7444

American International Services, Inc.
P.O. Box 7821
Arlington, VA 22207
(703) 533-2999

American Security Overseas Shipping
8520 Rainswood Drive
Landover, MD 20785
(301) 322-5800

Arya Express Shipping Co.
5810 Seminary Road
Dept. 86
Falls Church, VA 22041
(703) 845-0800

Associated International Marketing, Inc.
14650 Southlawn Lane
Rockville, MD 20850
(301) 294-9424

Atlantic Export
2822 Juniper Street
Fairfax, VA 22031
(703) 573-8383

Associated Shipping Agencies, Inc.
1911 N. Fort Myer Drive
Arlington, VA 22209
(703) 525-3399

Bailey Custom House Brokers &
Foreign Freight Forwarding,
Inc. (*)
1932 Lebanon Street
P.O. Box 998
Hyattsville, MD 20783
(301) 439-6400
(800) 552-6500
Telex: 37-22973
Airport Office:
Dulles International Airport
Washington, DC 20041
(703) 471-0444

Beltway Movers
4020 Penn-Belt Place
Forestville, MD 20747
(301) 420-2200

Bittner Shipping, Inc.
13958 Park Center Road
Herndon, VA 22071
(703) 471-0150

Bor-Air Freight Co., Inc.
4142 S. Four Mile Run Drive
Arlington, VA 22206
(703) 892-6655

Cardinal Forwarding, Inc.
950 South Pickett Street
Alexandria, VA 22304
(703) 751-8300

Chantilly Freight Corp.
Air Cargo Building 2
Dulles International Airport
Washington, DC 20041
(703) 471-7349

John S. Connor, Inc. (*)
P.O. Box 17182
Dulles International Airport
Washington, DC 20041
(703) 471-4750
Telex: 90-1873

G. Cosimano, Inc. (*)
P.O. Box 17092
Dulles International Airport
Washington, DC 20041
(703) 471-9824
Telex: 44-0583 COSI

DHL Worldwide Express
115 E. Reed Avenue
Alexandria, VA 22305
(703) 684-8733

Dulles International Custom House
Brokerage Corp.
Dulles International Airport
Washington, DC 20041
(703) 471-9743

Emery Custom Brokers
Hallmark Business Center
Sterling, VA 22170
(703) 471-7050

Federal Forwarding Corp.
1701 Florida Avenue NW
Washington, DC 20009
(202) 797-5660
Airport Office:
Dulles International Airport
Washington, DC 20041
(703) 471-4576

Giant Express
3834 Mount Vernon Avenue
Alexandria, VA 22305
(703) 548-0559

The Hipage Co., Inc. (*)
P.O. Box 550
Alexandria, VA 22313
(703) 836-8300

International Export Packers, Inc.
4600 Eisenhower Avenue
Alexandria, VA 22304
(703) 370-9200

International Shipping Co.
4201 Cathedral Avenue NW
Washington, DC 20016
(202) 244-5851

Interstate International, Inc.
5801 Rolling Road
Springfield, VA 22152
(703) 569-2121

Intertrans Corp.
14000 E. Willard Road
Chantilly, VA 22021
(703) 631-8188

JAR Freight Forwarding Co.
13843 Redskin Drive
Herndon, VA 22071
(703) 471-5704

Laing International
P.O. Box 17144
Dulles International Airport
Washington, DC 20041
(703) 471-9279
TWX: 710-836-0649
Cable: LAING INTL

Leonid International
Dulles International Airport
Washington, DC 20041
(703) 471-6480

Marathon Shipping, Inc.
1225 Connecticut Ave. NW, Suite 315
Washington, DC 20036
(202) 775-9484

Mercury Air Freight
Montgomery County Airpark
Gaithersburg, MD 2087-
(301) 840-2110

Ned Shipping Co., Inc.
5247 Wisconsin Avenue NW, Suite 3
Washington, DC 20015
(202) 364-4141
Telex: 89-473 NEDSHIP WSH

Newton's Transfer & Storage
1511 N. Nelson Street
Arlington, VA 22201
(703) 526-1122

Omega Forwarding Co.
7800 Airpark Road
Gaithersburg, MD 20879
(301) 948-1144

Overseas Shipping Co.
International, Inc.
8181 Penn Randall Place
Upper Marlboro, MD 20772
(301) 736-4100

Panalpina, Inc. (*)
13892 Redskin Road
Herndon, VA 22071
(703) 471-6480

Paxton International
5300 Port Royal Road
Springfield, VA 22151
(703) 321-7600

Samuel Shapiro & Co. of DC, Inc.
P.O. Box 17073
Dulles International Airport
Washington, DC 20041
(703) 471-4505

Seaschott
Dulles International Airport
Washington, DC 20041
(703) 471-7444

Universal Bulk Systems, Inc.
1911 N. Ft. Myer Drive, Suite 703
Arlington, VA 22209
(703) 298-6100

Walford Transworld, Inc.
1911 N. Ft. Myer Drive, Suite 703
Arlington, VA 22209
(703) 524-7550
Telex: ITT 44-0648
Fax: 703-522-9417

Wall Shipping Co, Inc. (*)
P.O. Box 17145
Dulles International Airport
Washington, DC 20041
(703) 471-9393
Telex: 37-92566
Fax: 703-661-8876

World Trade Transport Corp.
22 Export Drive
Sterling, VA 22170
(703) 450-6800

World Wide Delivery Service
9515 Baltimore Blvd.
College Park, MD 20740
(301) 345-3083

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Panamovers Transfer & Storage, Inc.
4413 Wheeler Avenue
Alexandria, VA 22304
(703) 370-8000

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

American International Companies
1225 Connecticut Ave. NW, Suite 415
Washington, DC 20036
(202) 861-4700

FSG Underwriters Ltd.
P.O. Box 3006
McLean, VA 22103-3006
(703) 821-1620

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

A-1 Professional Translation Service
4500 College Avenue
College Park, MD 20740
(301) 277-3394

ABL Associates, Inc.
2254 Hall Place NW
Washington, DC 20007
(202) 337-4609

Aerospace Translations
5011 Westport Road
Chevy Chase, MD 20815
(301) 656-1480

Alliance Language Group
3540 Winfield Lane NW
Washington, DC 20007
(202) 337-7462

American-Middle East Services
3610 Forest Drive
Alexandria, VA 22302
(703) 820-4488

American Services, Inc.
1511 K Street NW
Washington, DC 20005
(202) 347-9244

American Society of Interpreters
4601 N. Park Avenue
Chevy Chase, MD 20815
(301) 657-3337

Andenna Association
2414 39th Place NW
Washington, DC 20007
(202) 337-4828

Arabic Translation Center
1816 New Hampshire Ave. NW, Suite 9
Washington, DC 20009
(202) 667-3022

Asharq Translation & Public Affairs
2025 I Street NW
Washington, DC 20006
(202) 466-3170

BBC Multilingual Translations
159 Hilton Street
Alexandria, VA 22314
(703) 836-5976

Berlitz Translation Services
1050 Connecticut Avenue NW
Washington, DC 20036
(202) 331-1165
Other Offices:
4400 Jenifer Street NW
Washington, DC 20015
(202) 966-8006
2070 Chain Bridge Road
Tysons Corner, VA 22103
(703) 883-0626

Alfred W. Burleigh
11606 Ashley Drive
Rockville, MD 20852
(301) 984-0399

Caci Language Center
2425 Wilson Blvd.
Arlington, VA 22201
(703) 276-3967
(800) 634-5764

Center For Applied Linguistics
1118 22nd Street NW
Washington, DC 20037
(202) 429-9292

Centrope
3928 7th Street NE
Washington, DC 20017
(202) 269-0450

Chilson Translating Service
8200 Imperial Drive
Laurel, MD 20708
(301) 776-1166

China Associates
773 East Gude Drive
Rockville, MD 20850
(301) 424-5533

Clearwater Translators
7504 Mill Run Drive
Derwood, MD 21725
(301) 258-2746

D & L Translation Associates
7011 Calamo Street
Springfield, VA 22150
(703) 569-5218

DIS-USA, Inc.
2831 15th Street NW
Washington, DC 20009
(202) 387-7934

G. Demations and Associates
1633 Connecticut Avenue NW
Washington, DC 20009
(202) 328-5444

Europa-Linguatext International
8715 First Avenue
Silver Spring, MD 20912
(301) 369-1300

Export Translation Consultants
1440 Virginia Avenue
Severn, MD 21144
(301) 621-7371

Fischer Translation Service
1928 Catoctin Terrace
Silver Spring, MD 20906
(301) 460-0217

GFE Translation Co.
6807 Winter Lane
Annandale, VA 22003
(703) 354-0491

Galaxy Systems
2004 17th Street NW
Washington, DC 20009
(202) 667-7400

Geiger Associates
5011 Westport Road
Chevy Chase, MD 20815
(301) 656-1480

Georgetown Translations
Washington, DC
(202) 829-2147

Globalink
2911 Hunter Mill Road
Vienna, VA 22180
(703) 281-5612

Glorioso Communications
6801 Whittier Avenue
McLean, VA 22101
(703) 356-4493

William Gray Enterprises, Inc.
1730 K Street NW, Suite 400
Washington, DC 20006
(202) 833-4150
Fax: 202-296-6128

Harvard Translating & Editorial Service
3905 Saul Road
Kensington, MD 20895
(301) 946-4399

Inlingua Translation Services
1030 15th Street NW, Suite 828
Washington, DC 20005
(202) 289-8666

Inter-Tech Translations, Inc.
2025 I Street NW
Washington, DC 20006
(202) 659-9606

International Language Center
2266 Glenmore Terrace
Rockville, MD 20850
(301) 251-9277

International Language Consultants
1011 N. Highland Street
Arlington, VA 22201
(703) 528-0819

International Language Systems
4520 East-West Highway
Bethesda, MD 20814
(301) 654-8866

International Translation Center
1625 I Street NW
Washington, DC 20006
(202) 296-1344

Interpreters Bureau
1345 19th Street NW
Washington, DC 20036
(202) 296-1346

Intertype
3436 Washington Drive
Falls Church, VA 22041
(703) 820-3645

Italian Language Services
5530 Greystone Street
Chevy Chase, MD 20815
(301) 654-4825

Japan Associates
2004 17th Street NW
Washington, DC 20009
(202) 939-8850

Japan Patent Service
2025 I Street NW
Washington, DC 20006
(202) 659-0561

Japan Technical Information Center
1002 Pennsylvania Avenue SE
Washington, DC 20003
(202) 543-3040

Japanese-English Language Service of Washington
9300 Chanute Drive
Bethesda, MD 20814
(301) 493-0091

Japanese-English Quick-Call Precision Interpreting
6908 Brisbane Street
Springfield, VA 22152
(703) 569-3625

Korean American Community Services
969 Thayer Avenue
Silver Spring, MD 20910
(301) 589-6470

The Language Exchange
1821 18th Street NW
Washington, DC 20009
(202) 328-0099

Language Learning Enterprises
918 16th Street NW
Washington, DC 20006
(202) 775-0444

Language Service Bureau
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 234-9500

Language Specialists and Translators, Inc.
3100 Brandywine Street NW
Washington, DC 20008
(202) 244-1311

Languages, Inc.
6231 Leesburg Pike
Falls Church, VA 22044
(703) 241-4553

Languages Unlimited
4900 Leesburg Pike, Suite 402
Alexandria, VA 22302
(703) 671-1666

Linguamatics Inc.
414 Hungerford Drive
Rockville, MD 20850
(301) 279-2753

Linguamundi International
1155 21st Street NW, Suite 400
Washington, DC 20036
(202) 920-7440

Linguatext International
8715 First Avenue
Silver Spring, MD 20912
(301) 369-1300

Linguex International
1255 23rd Street NW, Suite 285
Washington, DC 20037
(202) 296-1112

Tom Malionek
3928 7th Street NE
Washington, DC 20017
(202) 269-0450

Paul D. Mitchell & Co., Inc.
3872 University Drive
Fairfax, VA 22030
(703) 352-3434

Lili Packer & Associates
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 234-9500

Pegasus Translations
5623 Lamar Road
Washington, DC 20816
(202) 320-3526

Petroleum Translation & Publishing Service, Inc.
11426 Rockville Pike
Rockville, MD 20852
(301) 822-0183

Polyglot Translators
8014 Old Georgetown Road
Bethesda, MD 20814
(301) 656-3239

Preferred Business Centers
529 14th Street NW
Washington, DC 20002
(202) 639-8950

Quality Patent Translators
15245 Dufief Drive
Gaithersburg, MD 20878
(301) 424-6566

Adriana J. Quintero Associates
1787 Columbia Road NW
Washington, DC 20009
(202) 265-9121

M.H. Randall Partners, Ltd.
1911 Jefferson Davis Highway
Arlington, VA 22202
(703) 979-1447

Reynolds Research
910 17th Street NW
Washington, DC 20006
(202) 293-4850

Roennike Translation & Wordprocessing
11924 Beltsville Drive
Beltsville, MD 20705
(301) 572-4561

SARI Washington
1100 17th Street NW
Washington, DC 20036
(202) 659-2265

Schreiber Translations
7901 Greentree Road
Bethesda, MD 20817
(301) 365-4681

Singh Translation Services
1815 S Street NW
Washington, DC 20009
(202) 483-1538

Slavic Language Experts
3527 Porter Street NW
Washington, DC 20016
(202) 363-6336

TII Translation Services
1951 Kidwell Drive
Vienna, VA 22180
(703) 790-0410

Transemantics, Inc.
4301 Connecticut Ave. NW, Suite 147
Washington, DC 20008
(202) 686-5600
Fax: 202-686-5603

Translating & Editing Associates
1815 H Street NW
Washington, DC 20006
(202) 955-4505

Translation & Interpreters Institute
1816 New Hampshire Ave. NW, Suite 9
Washington, DC 20009
(202) 667-3022

Translation Consultants, Ltd.
4706 9th Street South
Arlington, VA 22204
(703) 920-3150

Translations, Inc.
4952 Eskridge Terrace NW
Washington, DC 20016
(202) 244-6517

Transtech International, Inc.
3107 South Street NW
Washington, DC 20007
(202) 462-6667

Transtype International, Inc.
806 15th Street NW
Washington, DC 20005
(202) 393-3339

Washington Export Information, Inc.
2025 I Street NW
Washington, DC 20006
(202) 429-0366

Ingeborg Wichmann
1884 Columbia Road NW
Washington, DC 20009
(202) 462-8408

X Scribe - Washington
7833 Walker Drive
Greenbelt, MD 20770
(301) 982-3240

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

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CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

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